The U.F.A. CO-OPERATOR

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PETROLEUM SALES AND PLANNING MEETING

ABBREVIATIONS

Following are some of the initials commonly used in connection with farm organizations and co-operatives and the full names which they represent:

A.F.A.	Alberta Federation of Agriculture, an association of farm organizations and producers' co-operatives in Alberta.
A.H.P.C.	Alberta Honey Producers' Co-operative Limited.
A.L.C.	Alberta Livestock Co-operative Limited.
A.P.M.C.	Alberta Poultry Marketers Co-operative Limited
A.W.P.	Alberta Wheat Pool.
C.A.D.P.	Central Alberta Dairy Pool.
C.C.I.L	Canadian Co-operative Implements Limited.
C.C.W.G.	Canadian Co-operative Wool Growers' Limited.
C.F.A.	Canadian Federation of Agriculture, a national association of the provincial Federation of Agriculture.
C.C.W.P.	Canadian Co-operative Wheat Producers - the central organization of the three Prairie Wheat Pools.
C.I.S.	Co-operative Insurance Services Limited, the parent organization to Co-operative Life and Co-operative Fire and Casualty, owned by co-operatives across Canada.
C.S.G.A.	Canadian Seed Growers' Association - the national organization of registered seed growers that regulates the registration and certification of all pedigreed seed in Canada.
C.U.C	Co-operative Union of Canada, a national association of provincial unions of retail co-operatives.
F.C.L.	Federated Co-operatives Limited, a wholesale owned by co-operative associations from the Great Lakes to the Rockies.
F.U.A. & F.W.U.A.	The Farmers' Union and the Farm Womens Union of Alberta.
F.U. & C.D.A.	Farmers' Union and Co-operative Development Association - an informal educational association of Alberta Farmers' Union and the major Alberta co-operatives.
I.F.A.P.	International Federation of Agricultural Producers - a world-wide association of national farm organizations from 30 countries.
I.P.C.O.	Interprovincial Co-operatives Limited - a supplier for co-operative wholesales, owned by co-op wholesales from coast to coast.
N.A.D.P.	Northern Alberta Dairy Pool.
N.F.U.	National Farmers Union - a national association of provincial Farmers' Unions.
U.C.O.	United Co-operatives of Ontario.
U.F.A.	United Farmers of Alberta Co-operative Limited - a provincial farm supply co-operative.
U.G.G.	United Grain Growers' Limited.

PETROLEUM SALES AND PLANNING MEETING

1965

Story on next page

PETROLEUM MEETING

April 26 to May 1 the U.F.A. Co-op Ltd. Petroleum Division held its annual Sales and Planning meeting at the Highlander Motor Hotel, Calgary. Approximately thirty people attended the three day meeting. In the absence of Cec Robb, Petroleum Manager, Lawrence Proudfoot, Sales Manager, had the responsibility for conducting the meeting. Lawrence did a commendable job.

During the three day meeting most all phases of the Area Supervisor's duties were assessed and discussed and performance targets set in as many areas as possible.

U.F.A. Co-op's position in the petroleum market was discussed and all at the meeting agreed because of the competition in the petroleum field, we must keep a very close control on our operations.

Area Supervisors were informed they are responsible for at least one report from every Agency every week. Area Supervisors must audit every Agency at least every forty-five to sixty days.

Stock control at Agencies was also emphasized because excess stock in an Agency ties up capital that could be used as operating capital.

U.F.A. Co-op has decided to rebuild nine of our current bulk plants, and open Agencies in three new areas.

All in all it was a successful meeting and most Area Supervisors were anxious to get back to their territories and put into practice what had been discussed during the week.

PRODUCT DATA

SUPPLEMENT 1

A Supplement 1 oil was originally a heavy-duty lubricant which conformed to the now obsolete U.S. Army Specification 2-104b, with the added requirement that the oil also pass an AXS-1551 (CRC L-1) engine test when a fuel of high (1%) sulphur content was used. The Supplement 1 specification was officially droped by the U.S. Government when it cancelled 2-104b but the term "Supplement 1" is still used by the petroleum industry and by consumers to indicate a certain high level of detergency. Specification 2-104b has been replaced by the much more stringent MIL-L-2104a. The petroleum industry now considers a Supplement 1 oil to be an oil which meets MIL-L-2104a when the CRC-L-1 engine test is run with a diesel fuel containing 1% sulphur. The industry generally considers a Supplement 1 oil, defined in these terms to be suitable for diesel engines operated under DM service conditions. Note that approved Supplement 1 oils automatically meet MIL-L-2104a requirements as well.

CHURCH - HOPPINS
MEMORIAL BUILDING
OPENING AT GOLD EYE LAKE
JULY 1, 1965

MEET THE GANG

GORDON BRAZEAU – PETROLEUM WAREHOUSE SUPERINTENDENT EDMONTON

On Thursday, April 29, Mr. Wm. McCartney, General Manager of U.F.A. Co-op Limited, presented Mr. Gordon Brazeau with a $100 cheque and an extended week of holiday in gratitude for thirty years service and loyalty with Maple Leaf Petroleum and U.F.A. Co-op Limited.

Born and raised in Calgary, Gordon worked for Velvet Oil, which was situated next door to Maple Leaf Petroleum Limited in Calgary at that time. Observing the operation of Maple Leaf and taking the opportunity to join the staff on April 1, 1935, has been rewarding to Maple Leaf and U.F.A. Co-op Ltd. At that time oil drums were filled direct from the tank cars shipped in from Eastern Canada. Part of Gordon's job was to recondition barrels and keep a supply of oil on hand.

In 1956 the Oil Division warehouse distribution point was moved to Edmonton with an addition to the Farm Supply warehouse being used.

With the construction of the new Farm Supply Centre several years ago, the oil division moved into the vacant and larger area of the building. The staff of four keeps the supplies of oils and greases for 168 Agents throughout the Province. The Brazeau's have a son and daughter and still like to call Calgary home.

DRAYTON VALLEY OPEN HOUSE

Open House was held Thursday, May 6, at Drayton Valley U.F.A. Co-op Ltd. Agency. The official opening for the new Agent, Mr. Karl Degen, was attended by sixty patrons during the day. Eight of these were new members ordering fuel for the first time from U.F.A. Co-op Ltd. Those in attendance also visited the Farm Supply display at the Elks Hall during the afternoon. In the evening, fifty-five people attended the films presented by U.F.A. Co-op Ltd.. Mr. E. McDonald, Director, Mr. R. Getson, Delegate and I. Mac Kintosh, Area Supervisor, addressed the group.

HERE AND THERE

For some years now, the U.F.A. Co-op Ltd. Agent at Vegreville, has donated trophies for the Second Event of the Vegreville Farmers' Bonspiel. The above picture shows U. F.A. Co-op Ltd. Agent, Ernie Zubreski, presenting the trophies.
L - R
Lead: Pete McDiarmid, Second: Mike Sturmay, Third: Clarence Steinback, Skip: Pete Sokoloski.

On behalf of U.F.A. Co-op Ltd. - Congratulations gentlemen!

ENGAGEMENTS

Congratulations to Audrey Veenstra and Bernie Ouellette on their recent engagement.

Congratulations also to Glenn Kirkaldy and his wife-to-be, Margaret Johnston.

CO-OP COLLEGE

Two new residences just completed add forty-four beds to the accommodation of Western Co-operative College, Saskatoon. A total of 1,350 people have attended the fifty-nine courses conducted by the College in the past nine months.

WELCOME

Joyce Davy - Lethbridge Farm Supply

Therese Briand - Dividend Department

Eugene Letwin - Edmonton Farm Supply

William Trefiak - Vermilion Farm Supply

SUMMER EMPLOYMENT

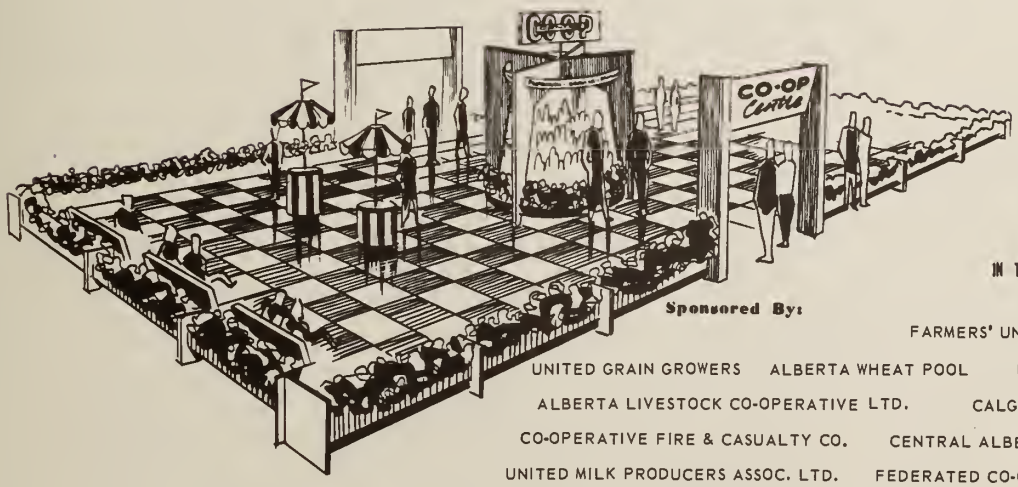
Bob Wyatt - Petroleum Dept.

Marian Rogers - Dividend Dept.

Candace Bassett - Dividend Dept.

Jill Michaluk - Farm Supply Dept.

EDMONTON FARM SUPPLY WAREHOUSE
12243 MOUNT LAWN ROAD
EDMONTON



MEET YOUR FRIENDS
AT THE CO-OP CENTRE
IN THE BIG FOUR BUILDING

Sponsored By:

FARMERS' UNION OF ALBERTA
UNITED GRAIN GROWERS ALBERTA WHEAT POOL U.F.A. CO-OP LTD.
ALBERTA LIVESTOCK CO-OPERATIVE LTD. CALGARY CO-OP STORE
CO-OPERATIVE FIRE & CASUALTY CO. CENTRAL ALBERTA DAIRY POOL
UNITED MILK PRODUCERS ASSOC. LTD. FEDERATED CO-OPERATIVES LTD.

CALGARY EXHIBITION & STAMPEDE JULY 5 - 9, 1965.

COMING EVENTS

F.U.A. DISTRICT CONVENTIONS 1965

District 1 - June 21

District 2 - June 22

District 3 - June 23, Boyle

District 4 - June 24

District 5 - June 25

District 6 - June 14, Vegreville

District 7 - June 18

District 8 - June 17

District 9 - June 16, Wetaskiwin

District 10 - June 15

District 11 - June 21

District 12 - June 23, Nanton

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